

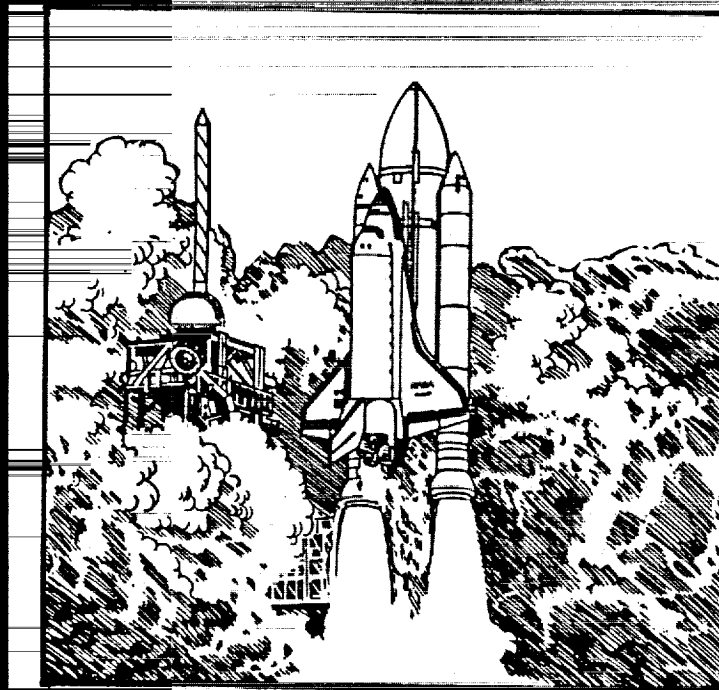
ANNUAL PROCUREMENT REPORT

Fiscal Year 1994

N95-70454

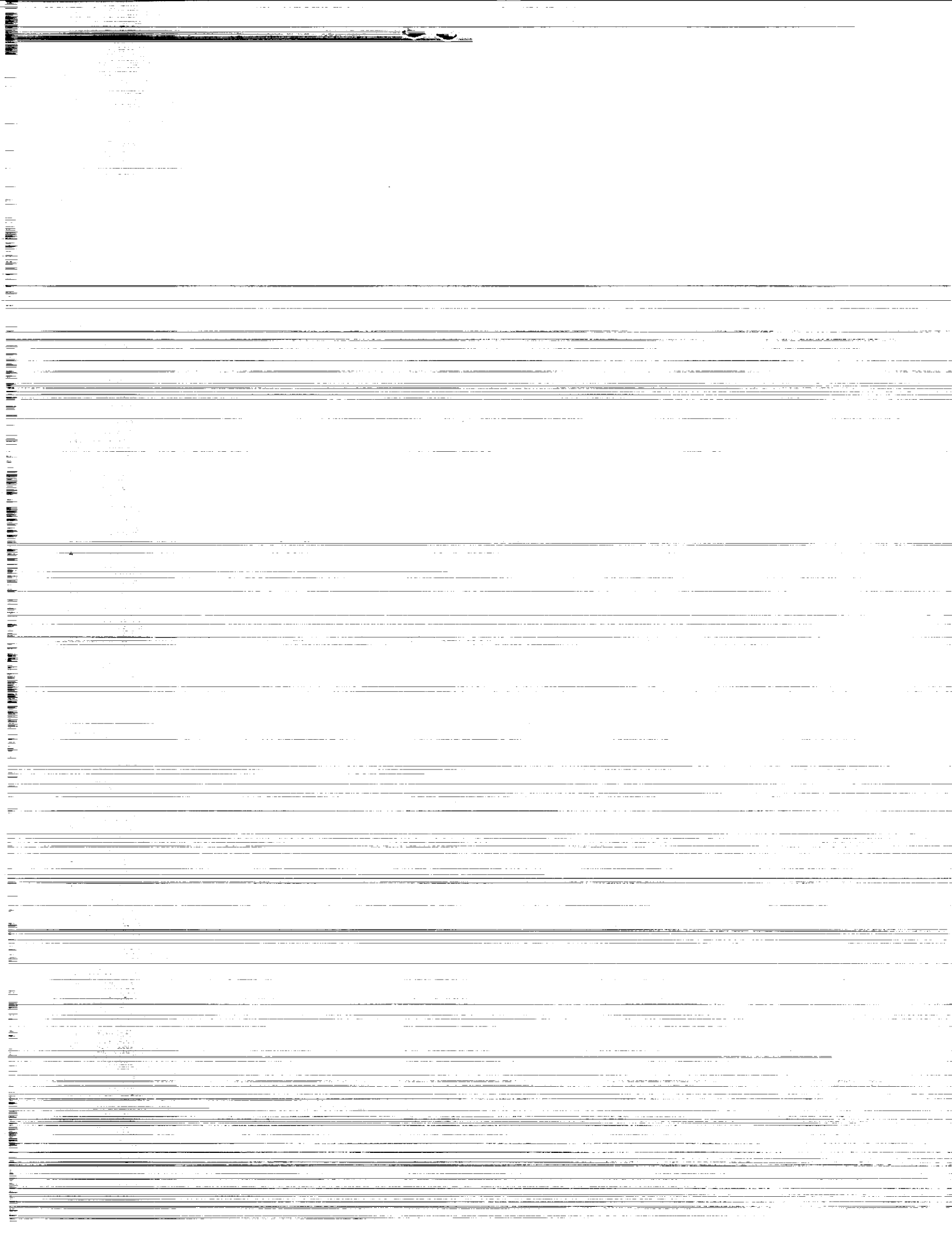
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National Aeronautics and
Space Administration

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1994 (NASA) 53 p



INTRODUCTION

This report presents summary data on all NASA procurement actions and detailed information on contracts, grants, agreements and other procurements over \$25,000 awarded by NASA during Fiscal Year 1994.

The dollar value on procurements over \$25,000 amounted to 97 percent of the total dollar value of procurement actions completed during Fiscal Year 1994. However, these larger procurements accounted for only 35 percent of the total actions.

Procurement action, as used in this report, means contractual actions to obtain supplies, services or construction which increase or decrease funds. A procurement action thus may be a new procurement, or modifications such as supplemental agreements, change orders, or terminations to an existing contract that change the total amount of funds obligated. An obligation is a contractual commitment to pay for supplies or services that are specified in the contract.

The report was prepared by the Procurement Systems Division, Office of Procurement, NASA Headquarters. Inquiries should be addressed to:

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SUMMARY

NASA's procurements during Fiscal Year 1994 totalled \$12,913.1 million. This is 1.9 percent less than was awarded during Fiscal Year 1993 (for further detail see Page 4).

Approximately 77 percent of the total awards were placed directly with business firms, 9 percent with the California Institute of Technology for operations conducted by or through the Government-owned Jet Propulsion Laboratory, 8 percent with educational and other nonprofit institutions, 5 percent with or through other Government agencies and 1 percent outside the U.S. (Page 5).

Seventy-one percent, or \$7.2 billion, of the \$10.1 billion total procurement awards available for competition were made on a competitive basis. Of the total awards available for competition, \$1.2 billion, or 11.4 percent, represented competitive new awards, and \$6.0 billion, or 59.6 percent, constituted within-scope modifications (incremental funding actions and change orders) to contracts awarded competitively in prior years. Approximately \$1.8 billion, or 17.7 percent, of the total awards were noncompetitive. Of these, \$1.3 billion, or 12.5 percent, of the total available for competition represented new noncompetitive awards, and \$522 million, or 5.2 percent, constituted other than competitive modifications to contracts awarded in prior years. In addition, \$1.1 billion, or 11.3 percent, of the total available for competition represented follow-on awards to companies that had been previously selected on a competitive basis (Page 11). It should be noted that awards associated with the contracts for the operation of NASA's Jet Propulsion Laboratory during Fiscal Year 1994 are excluded from the procurements available for competition.

With respect to contract types, awards on contracts having cost-plus-award-fee provisions amounted to 78 percent of the total awards over \$25,000 to business firms. Awards on firm-fixed-price contracts constituted 9 percent of the total. Cost-plus-fixed-fee contracts accounted for 7 percent of the total. Incentive contracts, both cost-plus-incentive-fee and fixed-price-incentive, made up 2 percent of the total awards (Page 13).

Small business firms received \$1,150.2 million or 12 percent of NASA's direct awards to business firms. This percentage reflects the fact that most of the awards to business firms were for large continuing research and development contracts for major systems and major items of hardware. Of the total new contract awards of \$2,256.0 million to business firms during the year, small business firms received \$390.9 million, or 17.3 percent (Page 15). Included

in the small business total were NASA awards of \$117.6 million to small and small disadvantaged business through the Small Business Innovation Research Program and the Small Business Technology Transfer Program (Page 16).

Disadvantaged firms received \$427.9 million of the \$1,150.2 million awarded to small business firms in prime contract awards. The \$427.9 million comprised \$113.7 million direct awards and \$314.2 million under Section 8(a) of the Small Business Act (Page 19). In addition, small business firms owned and controlled by women have participated in NASA's procurement program and have received prime contract awards totalling \$127.2 million, while labor surplus area preference awards totalled \$6.5 million (Page 20).

During the year, all 50 states and the District of Columbia participated in NASA procurements over \$25,000. These larger awards went to 2,405 business firms in 46 states and the District of Columbia and to 574 educational and nonprofit organizations in 50 states and the District of Columbia (Page 34).

Note: In this report, all tables and charts present data on total procurements of the types specified in the respective sections. Where the information is limited, e.g., to contracts over \$25,000, such limitation is indicated by footnotes.

NASA PROCUREMENTS FOR FISCAL YEAR 1994

I. TOTAL PROCUREMENTS

Fiscal Year 1994 - NASA's procurements in Fiscal Year 1994 totalled \$12,913.1 million. This is \$247.3 million, or 1.9 percent less than in Fiscal Year 1993. The number of procurement actions totalled 90,243.

Trend, Fiscal Years 1990 - 1994 - The trend in procurement obligations versus total NASA obligations during the period Fiscal Years 1990-1994 is shown in terms of dollars and percentages in the table listed below.

PROCUREMENT OBLIGATIONS VS. TOTAL NASA OBLIGATIONS*
FISCAL YEARS 1990 - 1994
(MILLIONS OF DOLLARS)

Fiscal Year	Total NASA Obligations	<u>Procurement Obligations</u>	
		Amount	% of Total Obligations
1994	\$14,645.2	\$12,913.1	88.2
1993	14,860.8	13,160.4	88.6
1992	15,150.0	13,478.2	89.0
1991	14,687.0	13,159.0	89.6
1990	13,955.3	12,565.2	90.0

*Total NASA obligations include salaries, benefits and travel of NASA employees.

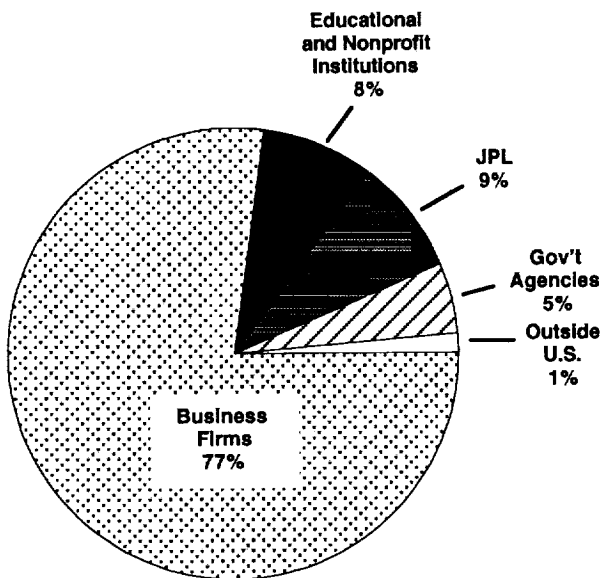
II. AWARDS BY TYPE OF CONTRACTOR

Fiscal Year 1994 - The distribution of NASA's procurement obligations is shown in Figure 1. Awards to business firms accounted for 77 percent of the total obligations. These awards totalled \$9,965.7 million, which is \$532.2 million or 5.1 percent less than in Fiscal Year 1993. Procurements placed through other Government agencies totalled \$642.6 million, \$134.2 million or 26.4 percent more than in Fiscal Year 1993. Awards, including grants and agreements, to educational and other nonprofit institutions totalled \$1,041.9 million, \$2.5 million or .2 percent less than in Fiscal Year 1993. Awards on contracts with California Institute of Technology for operations conducted by or through the Government-owned Jet Propulsion Laboratory amounted to \$1,093.4 million, \$63.6 million or 6.2 percent more than in Fiscal Year 1993. NASA awarded \$169.5 million outside the United States which was \$89.6 million more than in Fiscal Year 1993.

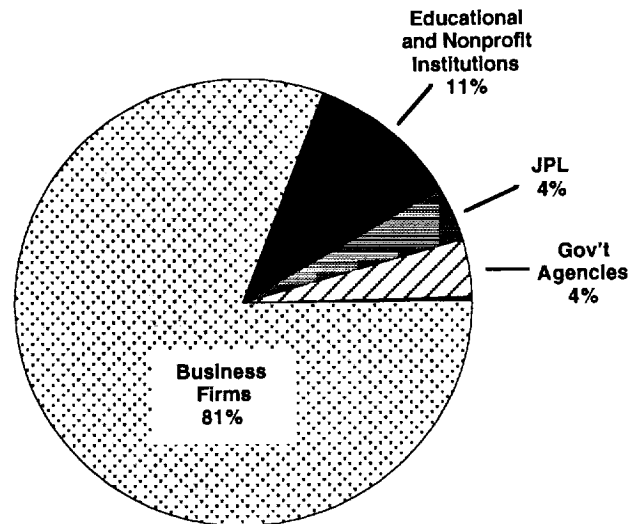
AWARDS BY TYPE OF CONTRACTOR

FISCAL YEAR 1994

AWARDS



ACTIONS



	(Millions)
Total	\$12,913.1
Business Firms	9,965.7
Educational Institutions	730.9
Nonprofit Organizations	311.0
JPL	1,093.4
Government Agencies	642.6
Outside United States	169.5

	(Thousands)
Total	90.2
Business Firms	72.8
Educational Institutions	7.6
Nonprofit Organizations	2.3
JPL	3.5
Government Agencies	3.7
Outside United States	0.3

Figure 1

Trend, Fiscal Years 1990 - 1994 - The trend in the distribution of NASA's direct procurements by type of contractor during the period Fiscal Years 1990-1994 is shown in terms of dollars and in percentages of total annual procurements in the table listed below.

AWARDS BY TYPE OF CONTRACTOR
FISCAL YEARS 1990 - 1994

	FY 1990	FY 1991	FY 1992	FY 1993	FY 1994
<u>AWARDS IN MILLIONS</u>					
<u>TOTAL</u>	<u>\$12,565</u>	<u>\$13,159</u>	<u>\$13,478</u>	<u>\$13,160</u>	<u>\$12,913</u>
BUSINESS FIRMS	10,071	10,417	10,717	10,498	9,966
EDUCATIONAL	514	592	659	708	731
NONPROFIT	201	244	298	336	311
JPL	1,107	1,140	1,230	1,030	1,093
GOV'T AGENCIES	610	693	498	508	643
OUTSIDE U.S.	62	73	76	80	169
<u>PERCENT OF TOTAL</u>					
<u>TOTAL</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
BUSINESS FIRMS	80	79	79	80	77
EDUCATIONAL	4	4	5	5	6
NONPROFIT	2	2	2	3	2
JPL	9	9	9	8	9
GOV'T AGENCIES	5	5	4	4	5
OUTSIDE U.S.	*	1	1	*	1

*Less than .05 percent.

Appendix I shows distribution of NASA direct procurements by type of contractor for the period Fiscal Years 1961-1994 (See Page 42).

III. COMPETITION IN NASA AWARDS

A. Competition in Contracting Act

Full and open competition, with limited exceptions, is the required standard for procurements within the federal government in accordance with the Competition in Contracting Act (P.L. 98-369). Full and open competition means that all responsible sources are permitted to compete. The competitive procedures authorized for use in full and open competition are sealed bidding; competitive proposals (if sealed bidding is not appropriate); a combination of these procedures (such as two-step sealed bidding); and other competitive procedures expressly provided for, including architect-engineer procedures in accordance with Public Law 92-582, broad agency announcements for basic research proposals, and General Services Administration multiple award schedules.

Contracting without providing for full and open competition is provided for only under the following circumstances:

- (1) Only one responsible source exists and no other supplies or services will satisfy agency requirements;
- (2) Unusual and compelling urgency;
- (3) Industrial mobilization; or engineering, developmental, or research capability;
- (4) International agreement;
- (5) Statutory authorization or requirement;
- (6) National security; and,
- (7) Public interest.

Written justifications are required at NASA in order to award procurements on other than a full and open competition basis. The approvals for these justifications are as follows:

<u>Size of Procurement</u>	<u>Approving Official</u>
\$100,000 or less	A level above the contracting officer
\$100,000 - \$1 million	Center Competition Advocate
\$1 million - \$10 million	Center Director
Over \$10 million	NASA Procurement Executive

To enhance and promote competition and eliminate barriers to full and open competition, NASA has developed a competition advocacy program. In addition to appointing an agency competition advocate, a competition advocate has been designated at each NASA Center.

B. Reporting of Competition

Federal agencies are required to submit to Congress an annual report summarizing accomplishments of the agency's competition advocacy program during the past year. In addition, the report describes proposed actions for the current year to increase competition and reduce noncompetitive contract awards. For measuring competition statistics, awards to educational and nonprofit organizations, as well as awards to business, are included in the overall base. For the purpose of developing and reporting uniform competition statistics, all federal agencies use this common baseline.

The reporting of competition excludes from the base the following categories of procurement actions, for which there is no opportunity for competition:

- (1) Any procurements authorized or required by statute to be awarded to a designated source;
- (2) Noncompetitive awards under Section 8(a) of the Small Business Act, as amended;
- (3) Awards for utilities (excluding telecommunications) where there is no opportunity for competition;
- (4) Directed acquisitions for foreign governments;
- (5) Brand named products for authorized resale; and,
- (6) Other awards for which there is no opportunity for competition.

C. Competition During Fiscal Year 1994

Overall Competitive Performance - NASA's awards to business firms, educational institutions, and nonprofit organizations for Fiscal Year 1994 are shown in Figure 2. Of the total awards of \$10,138.4 million available for competition, \$7,202.3 million, or 71.0 percent, represents competed procurements; \$1,145.9 million, or

11.3 percent, represents follow-on procurements which were made to contractors that had been previously awarded competitive contracts; \$1,790.2 million, or 17.7 percent, constituted other than competitive procurements. It should also be noted that \$2,774.7 million in awards represented procurements that were not available for competition. These are the procurements identified above in the Reporting of Competition discussion. Also included in this category are grants, cooperative agreements, awards to other government agencies, small purchases not over \$2,500, and awards to the California Institute of Technology for operation of the Jet Propulsion Laboratory.

Competitive Procurements - Of the \$7,202.3 million in awards which were competed, \$1,155.9 million, or 16.0 percent of these awards, represented new contracts, and \$6,046.4 million, or 84.0 percent, were in-scope modifications (incremental funding actions and change orders) to contracts awarded on a competitive basis in prior years. Of the \$1,155.9 million in new awards, \$1,023.9 million, or 88.6 percent, were contracts awarded through negotiation; while \$132.0 million, or 11.4 percent, were awarded on the basis of sealed bidding. The preponderance of competitive awards made through the negotiation process reflects NASA's principal mission as a research and development agency. A significant portion of the procurements awarded through sealed bidding were for construction efforts.

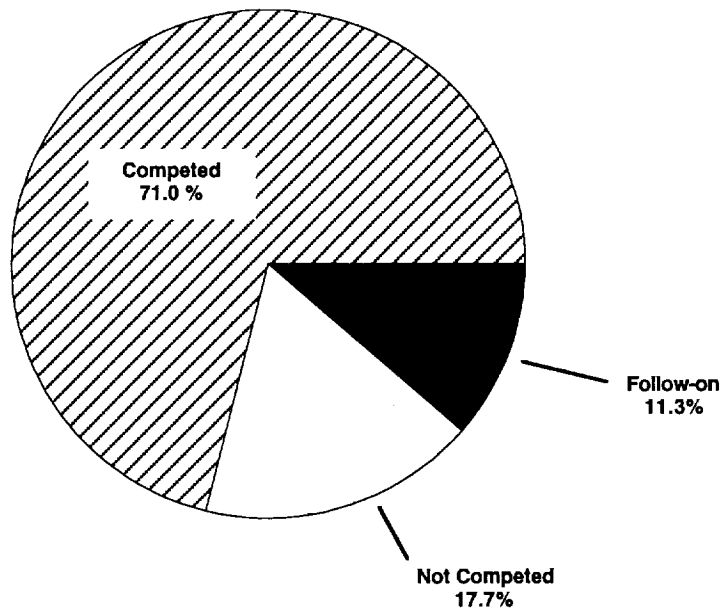
Noncompetitive Procurements - Of the \$1,790.2 million in noncompetitive awards, \$1,267.9 million, or 70.8 percent, represented new awards; whereas \$522.3 million, or 29.2 percent, constituted other than competitive modifications to contracts awarded in prior years. A single new contract supporting NASA's Space Station effort accounted for a significant portion (\$900 million) of the noncompetitive new awards. Awards in this category are supported by justifications for other than full and open competition.

Noncompetitive New Awards - Of the \$1,267.9 million in noncompetitive new awards, \$1,176.7 million were awards over \$25,000. Of these awards, the justifications for other than full and open competition for 76.5 percent, or \$899.8 million, in new noncompetitive awards were based on the seventh CICA exception indicated above, public interest. The justifications for 9.8 percent, or \$115.0 million, in new noncompetitive awards were based on the first CICA exception, only one responsible source. The justification for an additional 8.5 percent, or \$100.1 million, in new noncompetitive awards were based on the fourth CICA exception, international agreement. The justifications for the remaining 5.2 percent of the new noncompetitive awards cited CICA exceptions 2, unusual and compelling urgency; 3, industrial mobilization or engineering, developmental or research capability; 5, statutory authorization or requirement; or 6, national security.

Follow-on Awards - In addition to the categories of competitive and noncompetitive awards, NASA awarded \$1,145.9 million in follow-ons to competitive procurements, of which \$9.9 million, represented new awards and \$1,136.0 million were modifications to existing contracts awarded in prior years.

COMPETITION IN NASA AWARDS

FISCAL YEAR 1994



	(Millions)	(Percent)
<u>Total Available for Competition *</u>	<u>\$10,138.4</u>	<u>100.0</u>
<u>Competed</u>	<u>7,202.3</u>	<u>71.0</u>
<u>New Awards</u>	<u>1,155.9</u>	<u>11.4</u>
Sealed Bids	132.0	1.3
Negotiated	1,023.9	10.1
<u>Modifications</u>	<u>6,046.4</u>	<u>59.6</u>
Sealed Bids	33.9	0.3
Negotiated	6,012.5	59.3
<u>Not Competed</u>	<u>1,790.2</u>	<u>17.7</u>
New Awards	1,267.9	12.5
Modifications	522.3	5.2
<u>Follow-on</u>	<u>1,145.9</u>	<u>11.3</u>
New Awards	9.9	0.1
Modifications	1,136.0	11.2

* The \$10,138.4 million does not include \$2,774.7 million in awards which were not available for competition.

Figure 2

IV. AWARDS TO BUSINESS FIRMS

A. Awards By Contract Type

Fiscal Year 1994 - Figure 3 categorizes Fiscal Year 1994 awards over \$25,000 to business firms by contract type.

Contracts and modifications to contracts having cost-plus-award-fee provisions with business firms accounted for 78 percent of the total dollars in Fiscal Year 1994, as compared to 76 percent in Fiscal Year 1993. Incentive contracts, both cost-plus and fixed-price, were 2 percent of the total dollars in Fiscal Year 1994, compared to 3 percent in Fiscal Year 1993. Firm-fixed-price contracts amounted to 9 percent of the total, and cost-plus-fixed-fee contracts represented 7 percent of the total in Fiscal Year 1994.

Trends, Fiscal Years 1990 - 1994 - The following table shows a 5-year trend in dollars and percent of total annual procurements to business firms by contract type. The large percentage of procurements which have award fee and incentive provisions resulted from major procurements for the Space Shuttle program. The increase in the percentage of award fee dollars in Fiscal Years 1990 and 1991 is primarily because of the award of major space station contracts. The decrease in the percentage of incentive fee contract dollars from Fiscal Year 1990 to Fiscal Year 1991 was a result of changing from the use of a cost-plus-incentive-fee to a cost-plus-award-fee contract for the procurement of the redesigned solid rocket motors for the space shuttle.

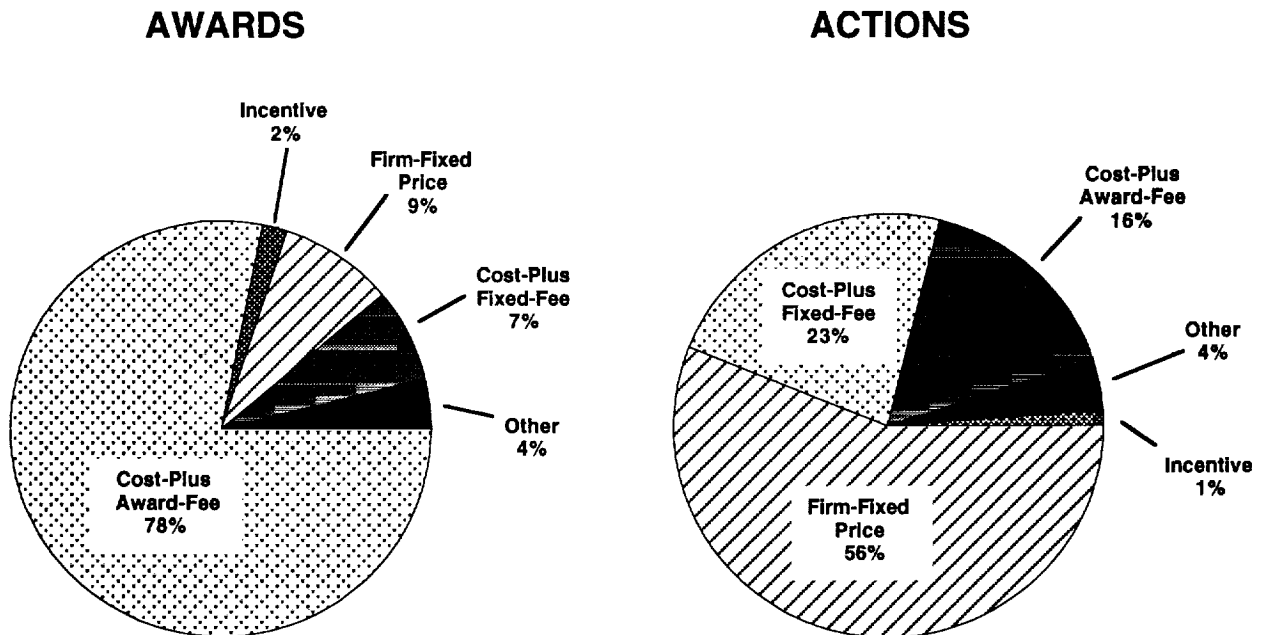
AWARDS TO BUSINESS FIRMS BY CONTRACT TYPE* FISCAL YEAR 1990 - 1994

	FY 1990	FY 1991	FY 1992	FY 1993	FY 1994
<u>AWARDS IN MILLIONS</u>					
<u>TOTAL BUSINESS</u>	<u>\$9,843</u>	<u>\$10,149</u>	<u>\$10,419</u>	<u>\$10,223</u>	<u>\$9,623</u>
FIRM-FIXED-PRICE	952	980	1,058	893	837
INCENTIVE	1,444	362	371	256	222
COST-PLUS-AWARD-FEE	6,478	7,693	7,865	7,771	7,541
COST-PLUS-FIXED-FEE	827	811	740	965	696
OTHER	142	303	385	338	327
<u>PERCENT OF TOTAL</u>					
<u>TOTAL BUSINESS</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
FIRM-FIXED-PRICE	10	10	10	9	9
INCENTIVE	15	3	4	3	2
COST-PLUS-AWARD-FEE	66	76	75	76	78
COST-PLUS-FIXED-FEE	8	8	7	9	7
OTHER	1	3	4	3	4

*Excludes smaller procurements, generally those of \$25,000 or less.

AWARDS BY CONTRACT TYPE DIRECT AWARDS TO BUSINESS FIRMS**

FISCAL YEAR 1994



	(Millions)	Actions
Total	\$9,623.6	16,666
Firm-Fixed-Price	837.2	9,306
Incentive	222.5	94
Fixed-Price-Incentive	*	16
Cost-Plus-Incentive-Fee	222.5	78
Cost-Plus-Award-Fee	7,540.6	2,721
Cost-Plus-Fixed-Fee	696.1	3,913
Other	327.2	632
Fixed-Price-Redetermination	2.5	45
Economic Price Adjustment	84.8	40
Cost-No-Fee	167.4	226
Cost-Sharing	51.7	67
Labor-Hour	0.9	17
Time and Material	19.9	237

* Less than \$0.1 million.

** Excludes smaller procurements, generally those of \$25,000 or less and orders under GSA Federal Supply Schedule contracts.

Figure 3

B. Small Business Participation

Total Small Business - During Fiscal Year 1994, NASA direct awards to small business firms exceeded \$1 billion, totalling \$1,150.2 million. These awards constituted 12 percent of the total awards to business firms. The dollar awards to small business firms in Fiscal Year 1994 resulted from 53 thousand procurement actions, or 72 percent of the total number of actions placed with business firms (See Figure 4).

Share of New Contracts - The majority of NASA's direct awards to business firms involve large continuing research and development contracts for major systems and major items of hardware. Of the total new contract awards of \$2,256.0 million to business firms during Fiscal Year 1994, small business firms received \$390.9 million, or 17.3 percent.

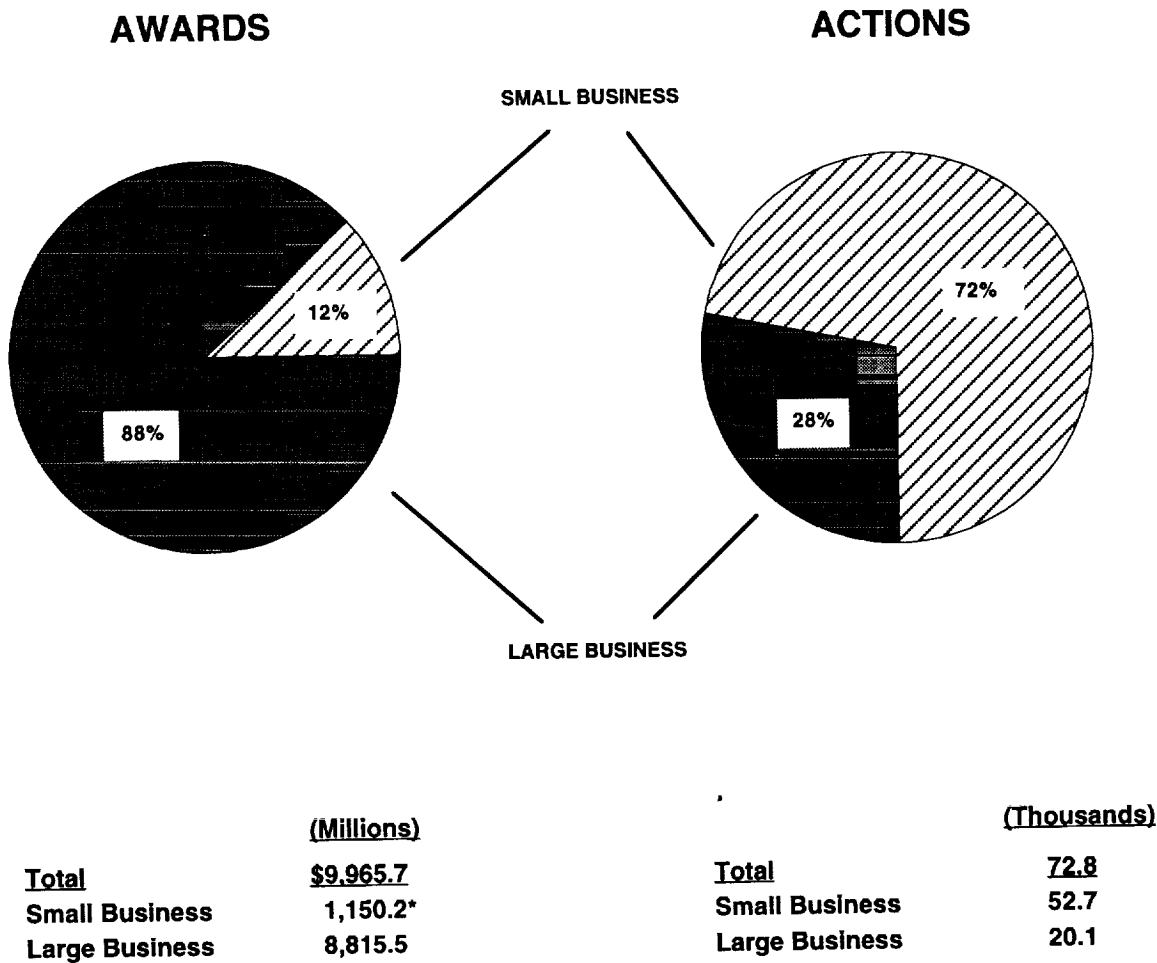
Share of Smaller Awards - Awards of \$25,000 or less to business firms during Fiscal Year 1994 totalled \$228.5 million. Of these smaller awards, small business firms received \$134.4 million, or 59 percent.

Extent of Maximum Possible Participation in New Awards - Assuming that the smaller awards represented new purchases, the total amount of new business awards in which small business could have participated was \$2,484.5 million, consisting of the \$2,256.0 million in new awards over \$25,000 and the \$228.5 million in awards of \$25,000 or less. Of this \$2,484.5 million in new business awards, small business received \$525.3 million, or 21 percent.

Small Business Set-Asides - Small business set-asides are defined as competitive awards which are limited only to small business. The small business set-aside program continues to exert a strong influence on the capability of small business firms to participate in the space program. In Fiscal Year 1994, these set-asides amounted to \$330.4 million, representing 29 percent of the total awards to small business and 3 percent of the total awards to all business firms.

SMALL BUSINESS PARTICIPATION

FISCAL YEAR 1994



* Includes \$314.2 million awarded to small minority firms under Authority of Section 8(a) of the Small Business Act. Also Includes \$117.6 million awarded through the Small Business Innovation Research and Small Business Technology Transfer Programs.

Figure 4

Small Business Innovation Research (SBIR) - The Small Business Innovation Development Act requires that Federal agencies, whose extramural budgets for research or research and development exceeded a stated threshold, establish a Small Business Innovation Research Program. Statutory requirements are aimed at assisting small/small disadvantaged business participation in the objectives of the program: to stimulate technological innovation in the private sector; to strengthen the role of small business in meeting Federal research and development needs; to increase the commercialization of innovations derived from Federal research and development; and to encourage small disadvantaged business participation in technological innovation. During Fiscal Year 1994, NASA awarded 555 new SBIR contracts totalling \$74.4 million. Of this amount, 382 were Phase I awards totalling \$26.1 million and 173 were Phase II awards totalling \$48.3 million. Also in Fiscal Year 1994, NASA funded on-going Phase II contracts totalling \$41.4 million. Included in the total awards of \$115.8 million, 102 contracts, or \$14.0 million, were to small disadvantaged business firms and 52 contracts, or \$8.4 million were to women-owned firms.

Small Business Technology Transfer (STTR) - The Small Business Technology Transfer Act authorizes Federal agencies, whose extramural budgets are in excess of \$1 billion, to establish a Small Business Technology Transfer Program. The intent of the program is the same as the SBIR program, as stated above, with an additional requirement for cooperative research and development wherein the small business must perform not less than 40 percent of the work and a research institution must perform not less than 30 percent of the work. During Fiscal Year 1994, NASA awarded 18 new STTR Phase I contracts totalling \$1.8 million. Included in the STTR awards are 1 contract for \$100 thousand to a small disadvantaged business firm and 4 contracts amounting to \$394 thousand to women-owned firms.

Representation Among NASA's 100 Largest Contractors - The 100 contractors that received the largest dollar value of NASA's direct awards to business firms are listed on Pages 22-26. Twenty-four of these contractors are small business firms and fifteen are disadvantaged firms.

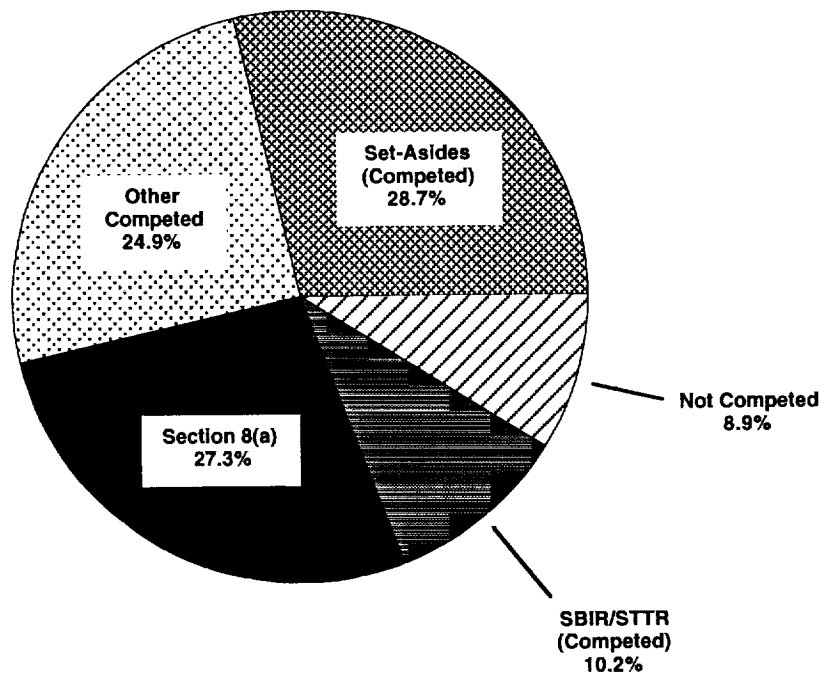
C. Distribution of Small Business Awards

In addition to the \$330.4 million in small business set-asides and the \$117.6 million awarded through the Small Business Innovation Research/Small Business Technology Transfer Programs, small business firms eligible for participation in the Section 8(a) Program received a total of \$314.2 million in such awards. Also, small business firms received \$285.6 million in other competitive awards and \$102.4 million in procurement awards which were not competed (See Figure 5).

DISTRIBUTION OF SMALL BUSINESS AWARDS

FISCAL YEAR 1994

AWARDS



	(Millions)
<u>Total Small Business</u>	<u>\$1,150.2</u>
Set-Asides	330.4
Section 8(a)	314.2
SBIR/STTR	117.6
Other Competed	285.6
Not Competed	102.4

Figure 5

Trend, Fiscal Years 1990 - 1994 - Prime Contract Awards. The table below shows the extent of small business participation in NASA's procurements for the period Fiscal Years 1990 - 1994.

SMALL BUSINESS PARTICIPATION
FISCAL YEARS 1990 - 1994
(MILLIONS OF DOLLARS)

	FY 1990	FY 1991	FY 1992	FY 1993	FY 1994
<u>TOTAL BUSINESS</u>	<u>\$10,072</u>	<u>\$10,417</u>	<u>\$10,717</u>	<u>\$10,497</u>	<u>\$9,965</u>
<u>SMALL BUSINESS*</u>	<u>\$924</u>	<u>\$968</u>	<u>\$1,011</u>	<u>\$1,060</u>	<u>\$1,150</u>
% OF TOTAL	9.2%	9.3%	9.4%	10.1%	11.5%
<u>SET-ASIDES</u>	<u>\$307</u>	<u>\$324</u>	<u>\$275</u>	<u>\$315</u>	<u>\$330</u>
% OF TOTAL	3.1%	3.1%	2.6%	3.0%	3.3%
% OF SMALL	33.2%	33.5%	27.2%	29.7%	28.7%

*Includes awards placed under Authority of Section 8(a) of the Small Business Act and through the Small Business Innovation Research/Small Business Technology Transfer Programs.

Appendix III shows NASA direct awards to small business firms for the period Fiscal Years 1961-1994 (See Page 50).

D. Small Disadvantaged Business Participation

NASA's prime contract awards to small disadvantaged business firms during Fiscal Year 1994 totalled \$427.9 million. The tabulation shown below indicates that NASA has made continuing efforts to increase disadvantaged business participation in NASA's procurements through direct awards and awards placed under the provisions of Section 8(a) of the Small Business Act. Support service contract awards have also been expanded to a variety of technical services and research and development efforts as well as other services.

Public Laws 101-144 and 101-507 mandated that NASA establish a goal of awarding at least 8 percent of the value of its prime and subcontracts to small disadvantaged business firms, Historically Black Colleges and Universities and other minority institutions. NASA developed a plan for achieving the prescribed goal by Fiscal Year 1994. In Fiscal Year 1994, NASA surpassed the 8 percent goal by awarding 9.9 percent of its prime and subcontract dollars to small disadvantaged firms, Historically Black Colleges and Universities and other minority institutions.

SMALL DISADVANTAGED
BUSINESS PRIME CONTRACT AWARDS
FISCAL YEARS 1990 - 1994
(MILLIONS OF DOLLARS)

Fiscal Year	Total Awards To Disadvantaged Business	Direct Awards*	Section 8(a) Awards
1994	\$427.9	\$113.7	\$314.2
1993	333.5	68.7	264.8
1992	280.5	48.4	232.1
1991	295.8	70.2	225.6
1990	293.7	81.0	212.7

*Includes disadvantaged direct awards through the Small Business Innovation Research and Small Business Technology Transfer Programs. Excludes orders against federal supply contracts.

E. Women-Owned Small Business Participation

In accordance with Executive Order 12138, Women's Business Enterprise, NASA extends a particular effort to ensure that business firms owned and controlled by women have an equitable opportunity to participate in NASA's Procurement Program. In Fiscal Year 1994, women-owned small business firms received prime contract awards totalling \$127.2 million.

F. Labor Surplus Preference

It is NASA policy to assist labor surplus area concerns to an extent consistent with procurement objectives and regulations. NASA awards set-aside procurements which ensure that a significant part of the work will be performed in designated labor surplus areas. During Fiscal Year 1994, labor surplus area preference awards totalled \$6.5 million.

G. Awards by Type of Effort

During Fiscal Year 1994, \$9,737.2 million was awarded to business firms in support of effort in research and development, services, and supplies and equipment procurements. A breakout of these awards by category is shown below:

<u>Category</u>	<u>Number of Contracts</u>	<u>Total (Millions)</u>
<u>Total</u>	<u>5,608</u>	<u>\$9,737.2*</u>
<u>Research & Development</u>	<u>1,903</u>	<u>3,281.0</u>
Space Station	25	1,113.1
Aeronautics & Space Technology	716	638.6
Space Flight	75	564.6
Space Science & Applications	494	341.7
Space Operations	27	189.1
Commercial Programs	74	17.5
Other Space R&D	400	367.2
Other R&D	92	49.2
<u>Services</u>	<u>1,518</u>	<u>4,248.5</u>
Professional, Admin. & Mgmt. Support	270	1,528.2
Maint., Repair & Rebdg. of Equip.	125	1,029.6
ADP & Telecommunication	163	516.7
Operation of Gov't-owned Facilities	46	221.9
Constr. of Structures & Facilities	140	212.1
Maint., Repair, Alter. of Real Prop.	366	184.5
Utilities and Housekeeping	89	178.6
Other Services	319	376.9
<u>Supplies & Equipment</u>	<u>2,187</u>	<u>2,207.7</u>
Space Vehicles	27	1,114.6
Engines, Turbines & Components	9	546.6
Ammunition & Explosives	10	231.1
ADP Equipment, Software, Supplies & Support Equipment	1,221	191.1
Fuels, Lubricants, Oils & Waxes	22	20.6
Instruments & Laboratory Equipment	357	20.3
Electrical/Electronic Equip. Components	56	16.4
Communication, Detection & Coherent Radiation Equipment	96	15.0
Other Supplies & Equipment	389	52.0

*Excludes smaller procurements, generally those of \$25,000 of less.

H. One Hundred Principal Contractors (Business Firms)

The one hundred contractors that received the largest dollar value of NASA direct awards to business firms during Fiscal year 1994 are shown below. The awards to these contractors accounted for 88 percent of the direct awards to business firms during the year. The smallest aggregate award to any contractor was in excess of \$8.1 million. Of the one hundred contractors, 24 were small business firms and 15 were disadvantaged firms at the time of award.

ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED ACCORDING TO TOTAL AWARDS RECEIVED

FISCAL YEAR 1994

(S=Small Business/D=Disadvantaged Business)

CONTRACTOR & PRINCIPAL PLACE OF CONTRACT PERFORMANCE	AWARDS	
	(THOUSANDS)	PERCENT
<u>TOTAL AWARDS TO BUSINESS FIRMS</u>	<u>\$9,965,657</u>	<u>100.00</u>
1. BOEING CO Houston, TX	1,142,113	11.46
2. ROCKWELL INTERNATIONAL CORP Downey, CA	1,088,574	10.92
3. LOCKHEED SPACE OPERATIONS CO Kennedy Space Center, FL	571,533	5.74
4. MCDONNELL DOUGLAS CORP Huntington Beach, CA	565,401	5.67
5. MARTIN MARIETTA CORP New Orleans, LA	497,603	4.99
6. THIOKOL CORP Brigham City, UT	430,643	4.32
7. ROCKWELL SPACE OPERATIONS INC Houston, TX	338,005	3.39
8. COMPUTER SCIENCES CORP Greenbelt, MD	254,842	2.56
9. ALLIEDSIGNAL TECHNICAL SERVICES Greenbelt, MD	247,341	2.48
10. T R W INC Redondo Beach, CA	234,643	2.35
11. LOCKHEED MISSILES & SPACE CO Iuka, MS	222,364	2.23
12. LOCKHEED ENGRG & SCIENCE CO Houston, TX	216,145	2.17
13. E G & G FLORIDA INC Kennedy Space Center, FL	200,046	2.01
14. U S B I BOOSTER PRODUCTION CO Huntsville, AL	155,908	1.56
15. UNITED TECHNOLOGIES CORP West Palm Beach, FL	118,967	1.19
16. LORAL AEROSPACE CORP Houston, TX	118,921	1.19

ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED
 ACCORDING TO TOTAL AWARDS RECEIVED
 FISCAL YEAR 1994
 (S=Small Business/D=Disadvantaged Business)

CONTRACTOR & PRINCIPAL PLACE OF CONTRACT PERFORMANCE		AWARDS (THOUSANDS)	PERCENT
17.	GRUMMAN AEROSPACE CORP Houston, TX	111,347	1.12
18.	SPACE SYSTEMS LORAL INC San Jose, CA	90,845	.91
19.	BOEING COMPUTER SUPPORT SERV Marshall Space Flight, AL	83,993	.84
20.	SANTA BARBARA RESEARCH CENTER Goleta, CA	82,015	.82
21.	GENERAL DYNAMICS CORP San Diego, CA	77,912	.78
22.	JOHNSON CONTROLS WORLD SERV Stennis Space Center, MS	69,554	.70
23.	SVERDRUP TECHNOLOGY INC Stennis Space Center, MS	66,220	.66
24.	INTERNATIONAL BUSINESS MACHINES Houston, TX	63,853	.64
25.	TELEDYNE INDUSTRIES INC Marshall Space Flight, AL	62,679	.63
26.	BAMSI INC (D) Marshall Space Flight, AL	57,963	.58
27.	SPACEHAB INC (S) Washington, DC	56,260	.56
28.	HUGHES S T X CORP Greenbelt, MD	54,056	.54
29.	STERLING FEDERAL SYSTEMS INC Moffett Field, CA	51,640	.52
30.	HUGHES APPLIED INFO SYSTEMS INC Greenbelt, MD	50,723	.51
31.	BALL CORP Boulder, CO	47,046	.47
32.	MARTIN MARIETTA SERVICES INC Houston, TX	46,083	.46
33.	HARRIS SPACE SYSTEMS CORP Rockledge, FL	44,688	.45
34.	CAE LINK CORP Houston, TX	39,503	.40
35.	NYMA INC (S) (D) Cleveland, OH	38,519	.39
36.	BIONETICS CORP Marshall Space Flight, AL	38,496	.39
37.	P R C INC Washington, DC	38,067	.38
38.	RAYTHEON SERVICE CO Annapolis Junction, MD	36,108	.36

ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED
 ACCORDING TO TOTAL AWARDS RECEIVED
 FISCAL YEAR 1994
 (S=Small Business/D=Disadvantaged Business)

CONTRACTOR & PRINCIPAL PLACE OF CONTRACT PERFORMANCE			AWARDS	
			(THOUSANDS)	PERCENT
39.	JACKSON & TULL INC Greenbelt, MD	(S) (D)	35,409	.36
40.	CALSPAN CORP Moffett Field, CA		31,938	.32
41.	GENERAL ELECTRIC CO Evendale, OH		31,707	.32
42.	KRUG LIFE SCIENCES INC Houston, TX		31,434	.32
43.	N S I TECHNOLOGY SERV CORP Greenbelt, MD		31,188	.31
44.	SWALES & ASSOCIATES INC Greenbelt, MD	(S)	30,192	.30
45.	CORTEZ III SERVICE CORP Cleveland, OH	(D)	28,699	.29
46.	SCIENCE APPLICATION INTL CORP Hampton, VA		28,281	.28
47.	CRAY RESEARCH INC Chippewa Falls, WI		28,273	.28
48.	GENERAL ELECTRIC U T C JV Evendale, OH		28,143	.28
49.	AEROJET GENERAL CORP Azusa, CA		27,619	.28
50.	MARTIN MARIETTA TECHNOLOGIES Littleton, Co		25,830	.26
51.	BOEING COMMERCIAL AIRPLANE GP Seattle, WA		25,028	.25
52.	ORBITAL SCIENCES CORP Dulles, VA	(S)	24,644	.25
53.	LOCKHEED ADVANCED DEVELOPMENT Palmdale, CA		23,411	.23
54.	UNISYS CORP Greenbelt, MD		23,042	.23
55.	I NET INC Kennedy Space Center, FL	(S) (D)	22,403	.22
56.	JOHNSON ENGINEERING CORP Houston, TX	(S)	22,249	.22
57.	ANALEX CORP Fairview Park, OH		22,069	.22
58.	G T E GOVERNMENT SYSTEMS CORP Gaithersburg, MD		20,484	.21
59.	I T T CORP Fort Wayne, IN		20,440	.21
60.	AIR PRODUCTS & CHEMICALS INC Allentown, PA		18,182	.18

ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED
 ACCORDING TO TOTAL AWARDS RECEIVED
 FISCAL YEAR 1994
 (S=Small Business/D=Disadvantaged Business)

CONTRACTOR & PRINCIPAL PLACE OF CONTRACT PERFORMANCE		AWARDS (THOUSANDS) PERCENT	
61.	SILICON GRAPHICS INC Silver Spring, MD	18,015	.18
62.	RECOM TECHNOLOGIES INC (S) (D) Moffett Field, CA	17,896	.18
63.	UNISYS GOVERNMENT SYSTEMS INC Hampton, VA	17,722	.18
64.	R M S TECHNOLOGIES INC (D) Cleveland, OH	16,612	.17
65.	OGDEN LOGISTICS SERVICES Greenbelt, MD	15,873	.16
66.	FAIRCHILD SPACE & DEFENSE CORP Greenbelt, MD	14,479	.15
67.	DYNCORP Houston, TX	13,847	.14
68.	VIRGINIA ELECTRIC & POWER CO Hampton, VA	13,691	.14
69.	FEDERAL DATA CORP (S) Greenbelt, MD	13,670	.14
70.	E G & G LANGLEY INC Hampton, VA	13,647	.14
71.	MICRO CRAFT INC (S) Tullahoma, TN	13,542	.14
72.	CLEVELAND ELECTRIC ILLUMINATING Cleveland, OH	13,534	.14
73.	ALLIEDSIGNAL INC Tempe, AZ	13,370	.13
74.	HUGHES AIRCRAFT CO El Segundo, CA	12,545	.13
75.	GOVERNMENT MICRO RESOURCES (S) (D) Chantilly, VA	12,516	.13
76.	ANSTEC INC (S) (D) Greenbelt, MD	11,805	.12
77.	AEROSPACE DESIGN & FAB INC (S) (D) Brook Park, OH	11,783	.12
78.	SCIENTIFIC ATLANTA INC Atlanta, GA	11,613	.12
79.	CONVEX COMPUTER CORP (S) Richardson, TX	11,603	.12
80.	WYLE LABORATORIES Hampton, VA	11,310	.11
81.	GRIMBERG JOHN C. CO INC Greenbelt, MD	11,070	.11
82.	DIGITAL EQUIPMENT CORP Landover, MD	10,946	.11

ONE HUNDRED CONTRACTORS (BUSINESS FIRMS) LISTED
 ACCORDING TO TOTAL AWARDS RECEIVED
 FISCAL YEAR 1994
 (S=Small Business/D=Disadvantaged Business)

CONTRACTOR & PRINCIPAL PLACE OF CONTRACT PERFORMANCE	AWARDS	
	(THOUSANDS)	PERCENT
83. CENTENNIAL CONTRACTORS ENTPR Greenbelt, MD	10,897	.11
84. AMERICAN ROCKET CO (S) Ventura, CA	10,527	.11
85. ANALYTICAL SERVICES & MAT INC (S) (D) Hampton, VA	10,178	.10
86. HERNANDEZ ENGINEERING INC (S) (D) Houston, TX	10,093	.10
87. HAMM E L & ASSOCIATES INC (S) (D) Greenbelt, MD	9,688	.10
88. NATIVE AMERICAN SERVICES INC (S) (D) Huntsville, AL	9,626	.10
89. GENERAL SCIENCES CORP Greenbelt, MD	9,435	.09
90. CRAY GRUMMAN SYSTEMS Marshall Space Flight, AL	9,333	.09
91. MASON & HANGER SERVICES INC (S) Hampton, VA	9,219	.09
92. LOCKHEED CORP Marietta, GA	8,938	.09
93. KELSEY SEYBOLD MEDICAL GROUP Houston, TX	8,888	.09
94. PIONEER CONTRACT SERVICES INC (S) Houston, TX	8,869	.09
95. GRUMMAN DATA SYSTEMS CORP Houston, TX	8,753	.09
96. ION ELECTRONICS CO INC (S) (D) Huntsville, AL	8,653	.09
97. SERV AIR INC Moffett Field, CA	8,585	.09
98. BOEING AEROSPACE OPERATIONS INC Moffett Field, CA	8,464	.08
99. TAFT BROADCASTING CO HOUSTON (S) Houston, TX	8,340	.08
100. INTERMETRICS INC (S) Fairmont, WV	8,151	.08
OTHER*	1,206,647	12.11

*Includes other awards over \$25,000 and smaller procurements of \$25,000 or less.

V. AWARDS TO EDUCATIONAL AND OTHER NONPROFIT INSTITUTIONS*

A. Distribution by Type of Institution and Award

During Fiscal Year 1994, \$1,041.9 million was awarded to educational and other nonprofit institutions. Of this amount, \$730.9 million was awarded to educational institutions and \$311.0 million to other nonprofit organizations. A breakout of these awards between contracts, grants and agreements is shown below:

Type of Award	Total (Millions)	Educational Institutions (Millions)	Nonprofit Organizations (Millions)
<u>Total</u>	<u>\$1,041.9</u>	<u>\$730.9*</u>	<u>\$311.0</u>
Contracts	454.6	247.2	207.4
Grants	453.8	400.5	53.3
Agreements	133.5	83.2	50.3

*Excludes JPL.

B. One Hundred Principal Educational & Nonprofit Institutions*

The one hundred educational and nonprofit institutions that received the largest dollar value of NASA awards during Fiscal Year 1994 are shown on Pages 28-32.

The awards to these institutions accounted for 85 percent of the total awards to educational and nonprofit institutions during the period. Eighty-one of the top 100 were educational institutions; 19 were nonprofit organizations.

*Excludes JPL.

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS
LISTED ACCORDING TO TOTAL AWARDS RECEIVED*
FISCAL YEAR 1994
(N=Nonprofit Institution)

INSTITUTION & PRINCIPAL PLACE OF PERFORMANCE		AWARDS	
		(THOUSANDS)	PERCENT
<u>TOTAL AWARDS TO EDUCATIONAL & NONPROFIT INSTITUTIONS</u>		<u>\$1,041,923</u>	<u>100.00</u>
1. ASSN UNIV RESEARCH & ASTRONOMY	(N)	60,127	5.77
Baltimore, MD			
2. STANFORD UNIV		57,027	5.47
Stanford, CA			
3. UNIV ARIZONA		48,232	4.63
Tucson, AZ			
4. MASS INSTITUTE TECHNOLOGY		39,297	3.77
Cambridge, MA			
5. UNIVERSITIES SPACE RESEARCH	(N)	38,442	3.69
Greenbelt, MD			
6. SMITHSONIAN INSTITUTION	(N)	37,574	3.61
Cambridge, MA			
7. CALIF INSTITUTE TECHNOLOGY*		28,529	2.74
Pasadena, CA			
8. NATIONAL ACADEMY OF SCIENCES	(N)	25,200	2.42
Washington, DC			
9. UNIV CALIF BERKELEY		24,840	2.38
Berkeley, CA			
10. UNIV MARYLAND COLLEGE PARK		19,441	1.87
College Park, MD			
11. BATTELLE MEMORIAL INSTITUTE	(N)	19,434	1.87
Columbus, OH			
12. WHEELING JESUIT COLLEGE		19,348	1.86
Wheeling, WV			
13. NEW MEXICO STATE UNIV LAS CRUCES		18,076	1.73
Palestine, TX			
14. UNIV COLORADO BOULDER		17,136	1.64
Boulder, CO			
15. DRAPER CHARLES STARK LAB INC	(N)	14,027	1.35
Cambridge, MA			
16. UNIV CALIF SAN DIEGO		13,130	1.26
La Jolla, CA			
17. UNIV ALASKA FAIRBANKS		13,091	1.26
Fairbanks, AK			
18. UNIV WISCONSIN MADISON		12,740	1.22
Madison, WI			
19. UNIV ALABAMA HUNTSVILLE		12,511	1.20
Huntsville, AL			
20. PENNSYLVANIA STATE UNIV UP		12,442	1.19
University Park, PA			

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS
LISTED ACCORDING TO TOTAL AWARDS RECEIVED*
FISCAL YEAR 1994
(N=Nonprofit Institution)

INSTITUTION & PRINCIPAL PLACE OF PERFORMANCE		AWARDS	
		(THOUSANDS)	PERCENT
21.	MITRE CORP Houston, TX	(N) 11,993	1.15
22.	JOHNS HOPKINS UNIV Baltimore, MD	11,621	1.12
23.	UNIV MICHIGAN ANN ARBOR Ann Arbor, MI	10,669	1.02
24.	UNIV UTAH Salt Lake City, UT	10,228	.98
25.	UNIV TEXAS AUSTIN Austin, TX	9,450	.91
26.	UNIV WASHINGTON Seattle, WA	9,077	.87
27.	UNIV HAWAII Honolulu, HI	8,612	.83
28.	UNIV NEW HAMPSHIRE Durham, NH	8,593	.82
29.	UNIV CALIF LOS ANGELES Los Angeles, CA	8,482	.80
30.	UNIV TENNESSEE CALSPAN CSTAR Tullahoma, TN	(N) 8,214	.79
31.	OKLAHOMA STATE UNIV Stillwater, OK	7,886	.76
32.	STATE OF MARYLAND Baltimore, MD	(N) 6,558	.63
33.	OHIO AEROSPACE INSTITUTE Brook Park, OH	(N) 6,514	.63
34.	HARVARD UNIV Cambridge, MA	6,474	.62
35.	UNIV HOUSTON Houston, TX	6,188	.59
36.	COLUMBIA UNIV New York, NY	6,082	.58
37.	C I E S I N Ann Arbor, MI	(N) 5,880	.56
38.	CASE WESTERN RESERVE UNIV Cleveland, OH	5,766	.55
39.	CORNELL UNIV Ithaca, NY	5,703	.55
40.	SAN JOSE STATE UNIV Moffett Field, CA	5,544	.53
41.	OLD DOMINION UNIV Norfolk, VA	5,292	.51

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS
LISTED ACCORDING TO TOTAL AWARDS RECEIVED*
FISCAL YEAR 1994
(N=Nonprofit Institution)

INSTITUTION & PRINCIPAL PLACE OF PERFORMANCE		AWARDS	
		(THOUSANDS)	PERCENT
42.	GEORGIA INSTITUTE TECHNOLOGY Atlanta, GA	5,202	.50
43.	SOUTHWEST RESEARCH INSTITUTE San Antonio, TX	(N) 4,898	.47
44.	UNIV ALABAMA BIRMINGHAM Birmingham, AL	4,894	.47
45.	OHIO STATE UNIV Columbus, OH	4,761	.46
46.	CARNEGIE MELLON UNIV Pittsburgh, PA	4,677	.45
47.	UNIV IOWA Iowa City, IA	4,568	.44
48.	PRINCETON UNIV Princeton, NJ	4,556	.44
49.	UNIV CHICAGO Chicago, IL	4,535	.44
50.	VIRGINIA POLYTECHNIC INSTITUTE Blacksburg, VA	4,463	.43
51.	TEXAS A & M UNIV College Station, TX	4,455	.43
52.	UNIV FLORIDA Gainesville, FL	4,400	.42
53.	UNIV VIRGINIA Charlottesville, VA	4,245	.41
54.	OREGON STATE SYSTEM HIGHER EDUC Beaverton, OR	(N) 4,173	.40
55.	UNIV SOUTHERN CALIFORNIA Los Angeles, CA	4,011	.38
56.	UNIV CORP ATMOSPHERIC RESEARCH Boulder, Co	(N) 3,971	.38
57.	S E T I INSTITUTE Moffett Field, CA	(N) 3,912	.38
58.	FLORIDA A & M UNIV Tallahassee, FL	3,904	.37
59.	HAMPTON UNIV Hampton, VA	3,780	.36
60.	UNIV CALIF SANTA BARBARA Santa Barbara, CA	3,772	.36
61.	UNIV MIAMI Miami, FL	3,626	.35
62.	CITY OF HAMPTON Hampton, VA	(N) 3,596	.35

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS
LISTED ACCORDING TO TOTAL AWARDS RECEIVED*
FISCAL YEAR 1994
(N=Nonprofit Institution)

	INSTITUTION & PRINCIPAL PLACE OF PERFORMANCE	AWARDS	
		<u>(THOUSANDS)</u>	<u>PERCENT</u>
63.	NORTH CAROLINA A & T STATE UNIV Greensboro, NC	3,463	.33
64.	UTAH STATE UNIV Logan, UT	3,385	.32
65.	WASHINGTON UNIV ST. LOUIS St. Louis, MO	3,381	.32
66.	OREGON STATE UNIV Corvallis, OR	3,340	.32
67.	UNIV NEW MEXICO Albuquerque, NM	3,283	.32
68.	UNIV ILLINOIS URBANA Urbana, IL	3,070	.29
69.	PURDUE UNIV West Lafayette, IN	3,033	.29
70.	GEORGE WASHINGTON UNIV Washington, DC	3,024	.29
71.	AUBURN UNIV AUBURN Auburn, AL	3,007	.29
72.	UNIV HOUSTON CLEAR LAKE Houston, TX	2,998	.29
73.	NORTH CAROLINA STATE UNIV Raleigh, NC	2,900	.28
74.	RICE UNIV Houston, TX	2,874	.28
75.	HOWARD UNIV Washington, DC	2,780	.27
76.	CLEVELAND STATE UNIV Cleveland, OH	2,775	.27
77.	UNIV PITTSBURGH Pittsburgh, PA	2,589	.25
78.	MOREHOUSE COLLEGE Atlanta, GA	2,563	.25
79.	UNIV CINCINNATI Cincinnati, OH	2,550	.24
80.	VANDERBILT UNIV Nashville, TN	2,529	.24
81.	COLORADO STATE UNIV Fort Collins, CO	2,501	.24
82.	SOUTH DAKOTA SCHOOL OF MINES Rapid City, SD	2,495	.24
83.	RESEARCH TRIANGLE INSTITUTE Research Triangle Park, NC	(N) 2,485	.24

ONE HUNDRED EDUCATIONAL AND NONPROFIT INSTITUTIONS
LISTED ACCORDING TO TOTAL AWARDS RECEIVED*
FISCAL YEAR 1994
(N=Nonprofit Institution)

INSTITUTION & PRINCIPAL PLACE OF PERFORMANCE	AWARDS	
	<u>(THOUSANDS)</u>	<u>PERCENT</u>
84. UNIV SOUTH FLORIDA Tampa, FL	2,432	.23
85. UNIV MINNESOTA MINNPL ST. PAUL Minneapolis, MN	2,423	.23
86. UNIV TOLEDO Toledo, OH	2,392	.23
87. RENSSELAER POLY INSTITUTE NEW YORK Troy, NY	2,374	.23
88. BROWN UNIV Providence, RI	2,323	.22
89. T S T C INC (N) Orlando, FL	2,303	.22
90. COLLEGE WILLIAM & MARY Williamsburg, VA	2,262	.22
91. AMERICAN INSTITUTE BIO SCIENCE (N) Arlington, VA	2,244	.22
92. WEST VIRGINIA UNIV Morgantown, WV	2,224	.21
93. UNIV CALIF IRVINE Irvine, CA	2,214	.21
94. ARIZONA STATE UNIV Tempe, AZ	2,186	.21
95. UNIV CALIF DAVIS Davis, CA	2,147	.21
96. LOUISIANA STATE UNIV BATON ROUGE Baton Rouge, LA	2,081	.20
97. TUSKEGEE UNIV Tuskegee, AL	2,052	.20
98. NORTHWESTERN UNIV EVANSTON Evanston, IL	2,023	.19
99. CLARK ATLANTA UNIV Atlanta, GA	2,002	.19
100. STATE UNIV NEW YORK STONY BROOK Stony Brook, NY	1,940	.19
OTHER**	157,407	15.11

*Excludes JPL.

**Includes other awards over \$25,000 and smaller procurements of \$25,000 or less.

VI. CONTRACT FOR OPERATION OF JET PROPULSION LABORATORY

The Jet Propulsion Laboratory (JPL) is a Government-owned research and development facility, operated for NASA by the California Institute of Technology. The Laboratory carries out research programs and flight projects and conceives and executes advanced development and experimental engineering investigations to further the technology required for the Nation's space program. The primary emphasis of the Laboratory's effort is on the carrying out of unmanned lunar, planetary and deep-space scientific missions.

Net awards during Fiscal Year 1994 totalled \$1,093.4 million. Of this amount, JPL awarded \$409.5 million as subcontracts or purchases with business firms.

VII. AWARDS THROUGH OTHER GOVERNMENT AGENCIES

During Fiscal Year 1994, \$642.6 million was awarded through other Government agencies. The following table shows the distribution of these awards by agency.

AWARDS THROUGH OTHER GOVERNMENT AGENCIES FISCAL YEAR 1994

<u>AGENCY</u>	<u>MILLIONS</u>	<u>% OF TOTAL</u>
<u>TOTAL</u>	<u>\$642.6</u>	<u>100.0</u>
<u>OVER \$25,000</u>	<u>539.8</u>	<u>84.0</u>
AIR FORCE	248.8	38.7
NAVY	113.2	17.6
ENERGY DEPARTMENT	60.9	9.5
JUSTICE DEPARTMENT	25.1	3.9
ARMY	21.9	3.4
INTERIOR DEPARTMENT	14.6	2.3
COMMERCE DEPARTMENT	14.5	2.2
NATIONAL SCIENCE FOUNDATION	13.6	2.1
DEFENSE DEPARTMENT	10.7	1.7
OTHER GOV'T AGENCIES	16.5	2.6
<u>\$25,000 AND UNDER</u>	<u>102.8</u>	<u>16.0</u>

VIII. U. S. GEOGRAPHICAL DISTRIBUTION OF AWARDS

In Fiscal Year 1994, 50 states and the District of Columbia participated in NASA's direct awards over \$25,000. These larger awards were distributed among 11,718 contracts and went to 2,979 different organizations in 1,011 different cities. Of the 2,979 organizations, 2,405 are business firms located in 817 cities in 46 states and the District of Columbia; 574 are educational and nonprofit institutions located in 377 cities in 50 states and the District of Columbia (See Page 35). The distribution of awards are also shown by region (See Page 36).

The categorization of NASA procurements by state is based on the location where the items are to be produced or supplied from stock; where the services will be performed; or with respect to construction contracts, the construction site.

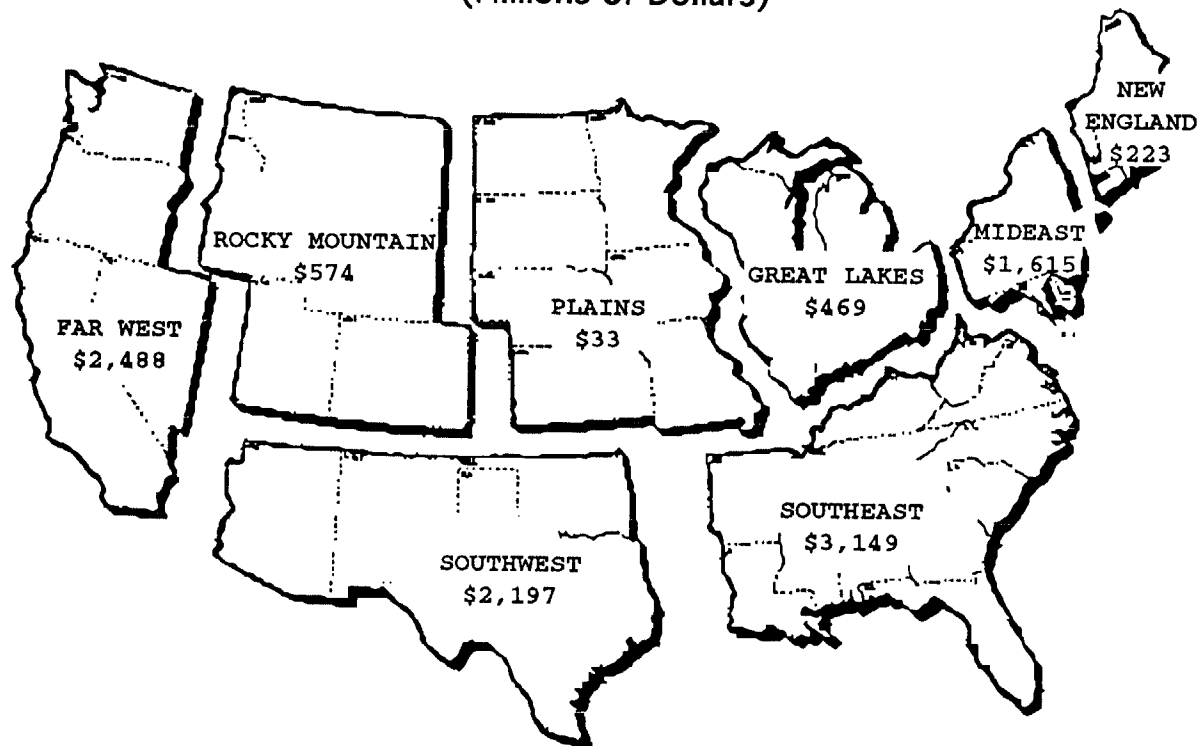
U.S. GEOGRAPHICAL DISTRIBUTION
OF NASA PRIME CONTRACT AWARDS
FISCAL YEAR 1994

STATE	TOTAL (THOUSANDS)	BUSINESS (THOUSANDS)	EDUCATIONAL & NONPROFIT (THOUSANDS)
TOTAL	\$10,770,131	\$9,737,178	\$1,032,953
ALABAMA	841,145	813,852	27,293
ALASKA	13,410	--	13,410
ARIZONA	68,473	16,567	51,906
ARKANSAS	1,468	--	1,468
CALIFORNIA	2,405,595	2,220,834	184,761
COLORADO	118,292	92,015	26,277
CONNECTICUT	62,373	60,679	1,694
DELAWARE	3,647	1,169	2,478
DIST COLUMBIA	151,437	112,643	38,794
FLORIDA	1,298,021	1,274,711	23,310
GEORGIA	31,753	19,517	12,236
HAWAII	8,792	180	8,612
IDAHO	388	--	388
ILLINOIS	15,852	5,105	10,747
INDIANA	35,643	30,525	5,118
IOWA	6,700	587	6,113
KANSAS	6,283	3,531	2,752
KENTUCKY	2,719	1,128	1,591
LOUISIANA	275,737	272,047	3,690
MAINE	729	89	640
MARYLAND	1,122,730	994,172	128,558
MASSACHUSETTS	140,138	33,750	106,388
MICHIGAN	26,765	6,292	20,473
MINNESOTA	4,889	2,349	2,540
MISSISSIPPI	196,329	190,183	6,146
MISSOURI	9,837	5,077	4,760
MONTANA	1,969	610	1,359
NEBRASKA	2,031	349	1,682
NEVADA	680	138	542
NEW HAMPSHIRE	15,153	5,401	9,752
NEW JERSEY	213,350	206,560	6,790
NEW MEXICO	55,379	45,652	9,727
NEW YORK	45,397	19,956	25,441
NORTH CAROLINA	15,873	5,824	10,049
NORTH DAKOTA	524	87	437
OHIO	349,755	302,093	47,662
OKLAHOMA	8,829	37	8,792
OREGON	11,988	3,678	8,310
PENNSYLVANIA	78,381	57,354	21,027
RHODE ISLAND	4,381	830	3,551
SOUTH CAROLINA	4,728	3,176	1,552
SOUTH DAKOTA	2,751	186	2,565
TENNESSEE	24,963	10,194	14,769
TEXAS	2,064,289	1,997,122	67,167
UTAH	452,152	438,219	13,933
VERMONT	543	229	314
VIRGINIA	426,269	390,927	35,342
WASHINGTON	70,162	60,393	9,769
WEST VIRGINIA	29,759	4,975	24,784
WISCONSIN	40,550	26,186	14,364
WYOMING	1,130	--	1,130

Note: Excludes smaller procurements, generally those of \$25,000 or less; also excludes awards placed through other Government agencies, awards outside the U.S., and actions on the JPL contracts.

U.S. GEOGRAPHICAL DISTRIBUTION OF NASA PRIME CONTRACT AWARDS
FISCAL YEAR 1994

(Millions of Dollars)



Excludes smaller procurements, generally those of \$25,000 or less; also excludes awards placed through other Government agencies, awards outside the U.S., and awards on the JPL contracts.

IX. AWARDS PLACED OUTSIDE THE UNITED STATES

During Fiscal Year 1994, NASA placed \$171.5 million in awards that are being performed outside the United States.

As indicated in the following tabulation, \$171.4 million represented direct NASA awards and \$126 thousand constituted awards placed through other Government agencies. The awards are being performed in fourteen countries and one U.S. territory.

<u>PLACE OF PERFORMANCE</u>	<u>(THOUSANDS)</u>
<u>TOTAL</u>	<u>\$171,483*</u>
<u>DIRECT NASA AWARDS</u>	<u>\$171,357</u>
AUSTRALIA	13,106
BERMUDA	808
CANADA	33,740
CHILE	1,832
GERMANY	1,187
ISRAEL	115
JAPAN	417
NETHERLANDS	269
NORWAY	48
NEW ZEALAND	35
PUERTO RICO	2,556
RUSSIA	101,687
SPAIN	14,524
SWITZERLAND	32
UNITED KINGDOM	1,001
 <u>PLACED THROUGH</u>	
<u>OTHER GOVERNMENT AGENCIES</u>	<u>\$126</u>
NEW ZEALAND	6
PUERTO RICO	120

*Excludes smaller procurements, generally those of \$25,000 or less.

X. PROCUREMENT ACTIVITY BY INSTALLATION

Most of NASA's purchases and contracts are made by the procurement offices of its field installations. During Fiscal Year 1994, these offices accounted for 94 percent of the total procurement dollars.

<u>INSTALLATION</u>	<u>AWARDS (MILLIONS)</u>	<u>PERCENT</u>
<u>TOTAL</u>	<u>\$12,913.1</u>	<u>100.0</u>
MARSHALL SPC FLT CENTER	2,493.2	19.3
GODDARD SPC FLT CENTER	2,221.8	17.2
JOHNSON SPACE CENTER	1,952.4	15.1
KENNEDY SPACE CENTER	1,315.0	10.2
NASA RESIDENT OFFICE/JPL	1,118.1	8.7
SPACE STATION ALPHA	1,003.1	7.8
HEADQUARTERS	811.7	6.3
LEWIS RESEARCH CENTER	776.5	6.0
AMES RESEARCH CENTER	594.1	4.6
LANGLEY RESEARCH CENTER	507.0	3.9
STENNIS SPACE CENTER	120.2	.9

GLOSSARY

The data contained in this publication were compiled on the basis of the definitions given below:

1. Sealed Bids - Procurement actions resulting from acceptance of bids made by contractors in response to invitations for bid.
2. Award - See procurement action.
3. Coverage
 - a. Summary data are provided in terms of obligations on all procurement actions (see item 8). The obligation data are obtained from the agency's fiscal records.
 - b. Detailed data - Information on procurements includes all contracts, grants, agreements and all other procurements over \$25,000. Wherever exclusions apply, a generalized footnote is provided, e.g., "excludes smaller procurements, generally those of \$25,000 or less".
4. Intragovernmental - Procurement actions placed through other Government agencies; except orders placed under Federal Supply Schedule contracts and awards to small disadvantaged business through the Small Business Administration under Section 8(a) of the Small Business Act.
5. Modification - Any written alteration in the specifications, delivery point, contract period, price, quantity, or other contract requirement of an existing contract, whether accomplished by unilateral action in accordance with a contract clause or by mutual agreement of the parties to the contract. It includes (a) bilateral actions, such as supplemental agreements, and (b) unilateral actions, such as change orders, notices of termination, and notices of the exercise of an option.
6. Competitive - Procurements where offers are solicited from more than one responsible offeror capable of satisfying the Government's requirements wholly or partially, and the award or awards were made on the basis of price, design or technical competition.

7. Other Than Competitive - Procurements where an offer was solicited and received from only one responsible offeror capable of satisfying the Government's requirements wholly or partially. (Includes contracts resulting from unsolicited proposals.)
8. Procurement Action (Award) - Any contractual action to obtain supplies, services or construction which increase or decrease funds, including:
 - a. Letter contracts or other preliminary notices of negotiated awards.
 - b. Definitive contracts, including purchase orders.
 - c. Orders under GSA Federal Supply Schedule contracts, basic ordering agreements, and against indefinite delivery type contracts.
 - d. Intragovernmental orders.
 - e. Grants.
 - f. Cooperative and Space Act Agreements.
 - g. Supplemental agreements, change orders, administrative changes and terminations to existing procurements.
9. Small Business - For purposes of Government procurement, is a profit making concern, including its affiliates, which is independently owned and operated, is not dominant in its field and further qualifies under the size standards criteria of the Small Business Administration (SBA). These criteria are published under Title 13 of the Code of Federal Regulations, Section 121.3-8, and in the Federal Acquisition Regulation, Part 19, Subpart 19.1. For service industries, the size standard generally is based on average annual receipts over a three-year period, depending on the service to be procured. Generally, in the case of agricultural or manufactured products, the size standards are determined on the basis of number of employees. The applicable size standard is prescribed in each NASA solicitation.

APPENDIXES

DISTRIBUTION OF DIRECT NASA PROCUREMENTS

FISCAL YEARS 1961 - 1970

TYPE	FY 1961	FY 1962	FY 1963	FY 1964	FY 1965	FY 1966	FY 1967	FY 1968	FY 1969	FY 1970
Net Value of Awards (Millions)										
<u>Total</u>	<u>\$755.5</u>	<u>\$1,550.6</u>	<u>\$3,230.5</u>	<u>\$4,593.9</u>	<u>\$5,187.4</u>	<u>\$5,031.6</u>	<u>\$4,650.9</u>	<u>\$4,132.7</u>	<u>\$3,652.0</u>	<u>\$3,405.6</u>
Business Firms	423.3	1,030.1	2,261.7	3,521.1	4,141.4	4,087.7	3,864.1	3,446.7	3,022.3	2,759.2
Educational	24.5	50.2	86.9	112.9	139.5	150.0	132.9	131.5	131.3	134.3
Nonprofit			15.3	29.1	25.3	27.7	39.6	33.6	32.3	33.0
JPL	86.0	148.5	230.2	226.2	247.2	230.3	222.2	207.2	156.3	179.8
Government	221.7	321.8	628.5	692.6	622.8	512.5	366.9	287.0	279.0	265.8
Outside U.S.	*	*	7.9	12.0	11.2	23.4	25.2	26.7	30.8	33.5
Percent of Total										
<u>Total</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
Business Firms	56	66	70	77	79	81	83	83	83	81
Educational	3	3	3	2	3	3	3	3	4	4
Nonprofit			**	1	1	1	1	1	1	1
JPL	12	10	7	5	5	5	5	5	4	5
Government	29	21	20	15	12	10	8	7	7	8
Outside U.S.	*	*	**	**	**	**	**	1	1	1

*Included in Government.

**Less than 0.5 percent.

APPENDIX I

DISTRIBUTION OF DIRECT NASA PROCUREMENTS (Cont'd)

FISCAL YEARS 1971 - 1979

TYPE	FY 1971	FY 1972	FY 1973	FY 1974	FY 1975	FY 1976	FY 1977	FY 1978	FY 1979	
			Net Value of Awards (Millions)							
Total	\$2,858.2	\$2,737.8	\$2,673.4	\$2,713.6	\$2,866.4	\$3,204.6	\$829.8	\$3,532.3	\$3,659.6	\$4,211.8
Business Firms	2,279.5	2,143.3	2,063.8	2,118.6	2,255.0	2,536.1	663.2	2,838.1	2,953.8	3,416.4
Educational	133.9	118.8	111.7	97.8	111.4	123.0	27.7	125.5	137.2	147.2
Nonprofit	29.3	28.0	26.4	39.3	33.0	32.0	7.6	32.0	42.8	50.8
JPL	173.3	210.8	202.3	215.2	234.5	263.7	63.6	289.0	283.8	338.6
Government	212.5	207.8	235.2	208.6	198.3	222.4	63.9	223.2	216.0	221.4
Outside U.S.	29.7	29.1	34.0	34.1	34.2	27.4	3.8	24.5	26.0	37.4
			Percent of Total							
Total	100	100	100	100	100	100	100	100	100	100
Business Firms	80	78	77	78	79	79	80	80	81	81
Educational	5	4	4	4	4	4	3	4	4	4
Nonprofit	1	1	1	1	1	1	1	1	1	1
JPL	6	8	8	8	8	8	8	8	8	8
Government	7	8	9	8	7	7	8	6	5	5
Outside U.S.	1	1	1	1	1	1	*	1	1	1

*Less than 0.5 percent.

APPENDIX I

DISTRIBUTION OF DIRECT NASA PROCUREMENTS (Cont'd)

FISCAL YEARS 1980 - 1989

TYPE	FY 1980	FY 1981	FY 1982	FY 1983	FY 1984	FY 1985	FY 1986	FY 1987	FY 1988	FY 1989
Net Value of Awards (Millions)										
<u>Total</u>	<u>\$4,842.6</u>	<u>\$5,408.3</u>	<u>\$5,883.7</u>	<u>\$6,796.8</u>	<u>\$7,354.1</u>	<u>\$8,298.0</u>	<u>\$8,179.7</u>	<u>\$8,609.8</u>	<u>\$9,545.1</u>	<u>\$10,876.4</u>
Business Firms	3,868.3	4,272.8	4,805.6	5,586.0	5,967.4	6,652.9	6,356.0	6,540.5	7,274.9	8,567.6
Educational	177.0	192.5	187.0	211.3	222.6	256.9	276.6	315.4	370.3	464.2
Nonprofit	82.2	155.1	108.8	102.5	98.6	103.1	119.0	119.1	129.5	180.0
JPL	397.2	410.8	426.3	454.9	533.1	724.6	891.3	1,005.6	979.9	1,058.1
Government	271.8	321.9	308.1	394.2	494.3	525.1	489.7	594.9	734.6	543.2
Outside U.S.	46.1	55.2	47.9	47.9	38.1	35.4	47.1	34.3	55.9	63.3
Percent of Total										
<u>Total</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
Business Firms	80	79	82	82	81	80	78	76	76	79
Educational	3	3	3	3	3	3	3	4	4	4
Nonprofit	2	3	2	1	1	1	1	1	1	2
JPL	8	8	7	7	7	9	11	12	10	10
Government	6	6	5	6	7	6	6	7	8	5
Outside U.S.	1	1	1	1	1	1	1	*	1	*

APPENDIX I

DISTRIBUTION OF DIRECT NASA PROCUREMENTS (Cont'd)

FISCAL YEARS 1990 - 1994

TYPE	FY 1990	FY 1991	FY 1992	FY 1993	FY 1994					
	Net Value of Awards (Millions)									
<u>Total</u>	<u>\$12,565.2</u>	<u>\$13,159.0</u>	<u>\$13,478.2</u>	<u>\$13,160.4</u>	<u>\$12,913.1</u>					
Business Firms	10,071.5	10,417.3	10,716.7	10,497.9	9,965.7					
Educational	513.6	592.0	659.3	707.8	730.9					
Nonprofit	200.6	244.0	297.8	336.6	311.0					
JPL	1,106.8	1,139.6	1,229.6	1,029.8	1,093.4					
Government	610.4	693.4	498.6	508.4	642.6					
Outside U.S.	62.3	72.7	76.2	79.9	169.5					
	Percent of Total									
<u>Total</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>					
Business Firms	80	79	79	80	77					
Educational	4	4	5	5	6					
Nonprofit	2	2	2	3	2					
JPL	9	9	9	8	9					
Government	5	5	4	4	5					
Outside U.S.	*	1	1	*	1					

*Less than 0.5 percent.

APPENDIX I

COMPETITION IN NASA AWARDS TO BUSINESS FIRMS

FISCAL YEARS 1961 - 1970

TYPE OF ACTION	FY 1961	FY 1962	FY 1963	FY 1964	FY 1965	FY 1966	FY 1967	FY 1968	FY 1969	FY 1970
Net Value of Awards (Millions)										
<u>Total Business</u>	<u>\$423.3</u>	<u>\$1,030.1</u>	<u>\$2,261.7</u>	<u>\$3,521.1</u>	<u>\$4,141.4</u>	<u>\$4,087.7</u>	<u>\$3,864.1</u>	<u>\$3,446.7</u>	<u>\$3,022.3</u>	<u>\$2,759.2</u>
New Awards*	**	322.6	758.6	685.4	629.2	536.4	694.7	483.7	496.5	619.7
Modifications	**	707.5	1,503.1	2,835.7	3,512.2	3,551.3	3,169.4	2,963.0	2,525.8	2,139.5
<u>Competitive</u>	<u>276.8</u>	<u>565.8</u>	<u>1,302.0</u>	<u>2,119.5</u>	<u>2,630.1</u>	<u>2,692.5</u>	<u>2,698.4</u>	<u>2,185.1</u>	<u>1,632.7</u>	<u>1,628.7</u>
New Awards*	**	167.1	427.1	375.9	334.5	304.2	325.2	271.9	186.7	277.5
Modifications	**	398.7	874.9	1,743.6	2,295.6	2,388.3	2,373.2	1,913.2	1,446.0	1,351.2
<u>Noncompetitive</u>	<u>146.5</u>	<u>464.3</u>	<u>959.7</u>	<u>1,401.6</u>	<u>1,511.3</u>	<u>1,395.2</u>	<u>1,165.7</u>	<u>1,261.6</u>	<u>1,389.6</u>	<u>1,130.5</u>
New Awards*	**	155.5	331.5	309.5	294.7	232.2	369.5	211.8	309.8	342.2
Modifications	**	308.8	628.2	1,092.1	1,216.6	1,163.0	796.2	1,049.8	1,079.8	788.3
Percent of Total										
<u>Total Business</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
New Awards*	**	31	34	20	15	13	18	14	16	22
Modifications	**	69	66	80	85	87	82	86	84	78
<u>Competitive</u>	<u>65</u>	<u>55</u>	<u>58</u>	<u>60</u>	<u>63</u>	<u>66</u>	<u>70</u>	<u>63</u>	<u>54</u>	<u>59</u>
New Awards*	**	16	19	11	8	7	8	8	6	10
Modifications	**	39	39	49	55	59	62	55	48	49
<u>Noncompetitive</u>	<u>35</u>	<u>45</u>	<u>42</u>	<u>40</u>	<u>37</u>	<u>34</u>	<u>30</u>	<u>37</u>	<u>46</u>	<u>41</u>
New Awards*	**	15	15	9	7	6	10	6	10	12
Modifications	**	30	27	31	30	28	20	31	36	29
*Data on new contracts are restricted to contracts of \$10,000 and over.										
**Data not compiled.										

APPENDIX II

COMPETITION IN NASA AWARDS TO BUSINESS FIRMS (Cont'd)

FISCAL YEARS 1971 - 1979

TYPE OF ACTION	FY 1971	FY 1972	FY 1973	FY 1974	FY 1975	FY 1976	FY 1977	FY 1978	FY 1979
Net Value of Awards (Millions)									
<u>Total Business</u>	<u>\$2,279.5</u>	<u>\$2,143.3</u>	<u>\$2,063.8</u>	<u>\$2,118.6</u>	<u>\$2,255.0</u>	<u>\$2,536.1</u>	<u>\$663.2</u>	<u>\$2,838.1</u>	<u>\$3,416.4</u>
New Awards*	563.0	462.5	489.5	552.4	452.0	486.3	76.4	552.5	516.6
Modifications	1,716.5	1,680.8	1,574.3	1,566.2	1,803.0	2,049.8	586.8	2,285.6	2,899.8
<u>Competitive</u>	<u>1,331.8</u>	<u>1,311.8</u>	<u>1,275.6</u>	<u>1,394.9</u>	<u>1,554.6</u>	<u>1,879.5</u>	<u>490.9</u>	<u>2,060.4</u>	<u>2,541.1</u>
New Awards*	306.6	257.0	308.1	279.5	223.9	291.3	46.8	301.7	304.0
Modifications	1,025.2	1,054.8	967.5	1,115.4	1,330.7	1,588.2	444.1	1,758.7	2,237.1
<u>Noncompetitive</u>	<u>947.7</u>	<u>831.5</u>	<u>788.2</u>	<u>723.7</u>	<u>700.4</u>	<u>656.6</u>	<u>172.3</u>	<u>777.7</u>	<u>875.3</u>
New Awards*	256.4	205.5	181.4	272.9	228.1	195.0	29.6	250.8	212.6
Modifications	691.3	626.0	606.8	450.8	472.3	461.6	142.7	526.9	662.7
Percent of Total									
<u>Total Business</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
New Awards*	24	22	24	26	20	19	11	20	15
Modifications	76	78	76	74	80	81	89	80	85
<u>Competitive</u>	<u>58</u>	<u>61</u>	<u>62</u>	<u>66</u>	<u>69</u>	<u>74</u>	<u>74</u>	<u>73</u>	<u>74</u>
New Awards*	13	12	15	13	10	11	7	11	9
Modifications	45	49	47	53	59	63	67	62	65
<u>Noncompetitive</u>	<u>42</u>	<u>39</u>	<u>38</u>	<u>34</u>	<u>31</u>	<u>26</u>	<u>26</u>	<u>27</u>	<u>26</u>
New Awards*	11	10	9	13	10	8	4	9	6
Modifications	31	29	29	21	21	18	22	18	20
*Data on new contracts are restricted to contracts of \$10,000 and over.									

APPENDIX II

COMPETITION IN NASA AWARDS TO BUSINESS FIRMS (Cont'd)

FISCAL YEARS 1980 - 1985**

TYPE OF ACTION	FY 1980	FY 1981	FY 1982	FY 1983	FY 1984	FY 1985				
Net Value of Awards (Millions)										
<u>Total Business**</u>	<u>\$3,820.4</u>	<u>\$4,208.2</u>	<u>\$4,724.5</u>	<u>\$5,501.2</u>	<u>\$5,859.3</u>	<u>\$6,525.9</u>				
New Awards*	634.3	479.3	717.6	761.0	716.6	775.9				
Modifications	3,186.1	3,728.9	4,006.9	4,740.2	5,142.7	5,750.0				
<u>Competitive</u>	<u>2,858.1</u>	<u>3,127.7</u>	<u>3,436.5</u>	<u>3,845.3</u>	<u>4,286.6</u>	<u>\$5,030.2</u>				
New Awards*	382.5	257.8	351.9	446.2	426.0	533.5				
Modifications	2,475.6	2,869.9	3,084.6	3,399.1	3,860.6	4,496.7				
<u>Other Than</u>										
<u>Competitive</u>	<u>962.3</u>	<u>1,080.5</u>	<u>1,288.0</u>	<u>1,655.9</u>	<u>1,572.7</u>	<u>\$1,495.7</u>				
New Awards*	251.8	221.5	365.7	314.8	290.6	242.4				
Modifications	710.5	859.0	922.3	1,341.1	1,282.1	1,253.3				
Percent of Total										
<u>Total Business</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>				
New Awards*	17	11	15	14	12	12				
Modifications	83	89	85	86	88	88				
<u>Competitive</u>	<u>75</u>	<u>74</u>	<u>72</u>	<u>70</u>	<u>73</u>	<u>77</u>				
New Awards*	10	6	7	8	7	8				
Modifications	65	68	65	62	66	69				
<u>Other Than</u>										
<u>Competitive</u>	<u>25</u>	<u>26</u>	<u>28</u>	<u>30</u>	<u>27</u>	<u>23</u>				
New Awards*	7	5	8	6	5	4				
Modifications	18	21	20	24	22	19				
*Data on new contracts are restricted to contracts of \$25,000 and over.										
**Excludes 8(a) awards										

APPENDIX II

COMPETITION IN NASA AWARDS

FISCAL YEARS 1986 - 1994

TYPE OF ACTION	FY 1986	FY 1987	FY 1988	FY 1989	FY 1990	FY 1991	FY 1992	FY 1993	FY 1994	
Net Value of Awards (Millions)										
<u>Total Available</u>	<u>\$7,310.3</u>	<u>\$6,575.3</u>	<u>\$7,350.4</u>	<u>\$8,705.5</u>	<u>\$10,202.3</u>	<u>\$10,562.7</u>	<u>\$10,877.3</u>	<u>\$10,649.1</u>	<u>\$10,138.4</u>	
<u>Competed</u>	<u>4,950.1</u>	<u>5,031.7</u>	<u>5,890.3</u>	<u>6,995.8</u>	<u>8,318.4</u>	<u>8,169.8</u>	<u>8,660.9</u>	<u>8,635.6</u>	<u>7,202.3</u>	
New Awards	772.5	827.3	1,091.0	891.7	1,059.6	679.5	699.1	766.7	1,155.9	
Modifications	4,177.6	4,204.4	4,799.3	6,104.1	7,258.8	7,490.3	7,961.8	7,868.9	6,046.4	
<u>Not Competed</u>	<u>2,143.1</u>	<u>1,445.7</u>	<u>\$1,279.4</u>	<u>1,376.3</u>	<u>1,338.5</u>	<u>782.8</u>	<u>780.2</u>	<u>699.0</u>	<u>1,790.2</u>	
New Awards	289.4	404.5	193.0	214.7	244.5	123.6	161.8	241.4	1,267.9	
Modifications	1,853.7	1,041.2	1,086.4	1,161.6	1,094.0	659.2	618.4	457.6	522.3	
<u>Follow-on</u>	<u>217.1</u>	<u>97.9</u>	<u>180.7</u>	<u>333.4</u>	<u>545.4</u>	<u>1,610.1</u>	<u>1,436.2</u>	<u>1,314.5</u>	<u>1,145.9</u>	
New Awards	15.1	.5	160.1	1.2	138.4	595.5	6.8	.5	9.9	
Modifications	202.0	97.4	20.6	332.2	407.0	1,014.6	1,429.4	1,314.0	1,136.0	
Percent of Total										
<u>Total Available</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	
<u>Competed</u>	<u>67.7</u>	<u>76.5</u>	<u>80.1</u>	<u>80.4</u>	<u>81.5</u>	<u>77.3</u>	<u>79.6</u>	<u>81.1</u>	<u>71.0</u>	
New Awards	10.6	12.6	14.8	10.3	10.4	6.4	6.4	7.2	11.4	
Modifications	57.1	63.9	65.3	70.1	71.1	70.9	73.2	73.9	59.6	
<u>Not Competed</u>	<u>29.3</u>	<u>22.0</u>	<u>17.4</u>	<u>15.8</u>	<u>13.1</u>	<u>7.4</u>	<u>7.2</u>	<u>6.6</u>	<u>17.7</u>	
New Awards	3.9	6.2	2.6	2.5	2.4	1.2	1.5	2.3	12.5	
Modifications	25.4	15.8	14.8	13.3	10.7	6.2	5.7	4.3	5.2	
<u>Follow-on</u>	<u>3.0</u>	<u>1.5</u>	<u>2.5</u>	<u>3.8</u>	<u>5.4</u>	<u>15.3</u>	<u>13.2</u>	<u>12.3</u>	<u>11.3</u>	
New Awards	.2	*	2.2	*	1.4	5.7	.1	*	.1	
Modifications	2.8	1.5	.3	3.8	4.0	9.6	13.1	12.3	11.2	

*Less than .05 percent.

APPENDIX IIA

SMALL BUSINESS PARTICIPATION IN NASA PROCUREMENTS

FISCAL YEARS 1961 - 1990

(Millions of Dollars)

	FY 1961	FY 1962	FY 1963	FY 1964	FY 1965	FY 1966	FY 1967	FY 1968	FY 1969	FY 1970
<u>TOTAL BUSINESS</u>	\$ <u>423.3*</u>	\$ <u>1,030.1*</u>	\$ <u>2,261.7</u>	\$ <u>3,521.1</u>	\$ <u>4,141.4</u>	\$ <u>4,087.7</u>	\$ <u>3,864.1</u>	\$ <u>3,446.1</u>	\$ <u>3,022.3</u>	\$ <u>2,759.2</u>
<u>SMALL BUSINESS</u> % OF TOTAL	<u>63.5</u> 15.0%	<u>123.6</u> 12.0%	<u>191.3</u> 8.5%	<u>240.3</u> 6.8%	<u>286.3</u> 6.9%	<u>255.9</u> 6.3%	<u>216.9</u> 5.6%	<u>189.6</u> 5.5%	<u>162.8</u> 5.4%	<u>161.2</u> 5.8%
<u>SET-ASIDES</u> % OF TOTAL % OF SMALL	<u>6.0</u> 1.4% 9.4%	<u>14.0</u> 1.3% 11.3%	<u>26.0</u> 1.1% 13.6%	<u>39.5</u> 1.1% 16.4%	<u>67.4</u> 1.6% 23.5%	<u>50.6</u> 1.2% 19.8%	<u>45.7</u> 1.2% 21.1%	<u>34.0</u> 1.0% 17.9%	<u>31.4</u> 1.0% 19.3%	<u>35.7</u> 1.3% 22.1%
	FY 1971	FY 1972	FY 1973	FY 1974	FY 1975	FY 1976	FY 1977	FY 1978	FY 1979	FY 1980
<u>TOTAL BUSINESS</u>	\$ <u>2,279.5</u>	\$ <u>2,143.3</u>	\$ <u>2,063.8</u>	\$ <u>2,118.6</u>	\$ <u>2,255.0</u>	\$ <u>2,536.1</u>	\$ <u>2,838.1</u>	\$ <u>2,953.8</u>	\$ <u>3,416.4</u>	\$ <u>3,868.3</u>
<u>SMALL BUSINESS</u> % OF TOTAL	<u>178.1</u> 7.8%	<u>160.9</u> 7.5%	<u>155.3</u> 7.5%	<u>181.2</u> 8.6%	<u>216.0</u> 9.6%	<u>218.3</u> 8.6%	<u>255.0</u> 9.0%	<u>281.5</u> 9.5%	<u>325.4</u> 9.5%	<u>384.6</u> 9.9%
<u>SET-ASIDES</u> % OF TOTAL % OF SMALL	<u>41.1</u> 1.9% 23.1%	<u>45.1</u> 2.1% 28.0%	<u>47.3</u> 2.3% 30.5%	<u>61.5</u> 3.0% 33.9%	<u>62.6</u> 2.8% 29.0%	<u>66.8</u> 2.6% 30.6%	<u>83.7</u> 3.0% 32.8%	<u>92.5</u> 3.1% 32.9%	<u>99.4</u> 3.0% 30.5%	<u>175.2</u> 4.5% 45.6%
	FY 1981	FY 1982	FY 1983	FY 1984	FY 1985	FY 1986	FY 1987	FY 1988	FY 1989	FY 1990
<u>TOTAL BUSINESS</u>	\$ <u>4,272.8</u>	\$ <u>4,805.6</u>	\$ <u>5,586.0</u>	\$ <u>5,967.4</u>	\$ <u>6,652.9</u>	\$ <u>6,356.0</u>	\$ <u>6,540.5</u>	\$ <u>7,274.9</u>	\$ <u>8,567.6</u>	\$ <u>10,071.5</u>
<u>SMALL BUSINESS</u> % OF TOTAL	<u>409.4</u> 9.6%	<u>430.1</u> 8.9%	<u>482.3</u> 8.6%	<u>556.2</u> 9.3%	<u>644.7</u> 9.7%	<u>671.3</u> 10.6%	<u>786.3</u> 12.0%	<u>801.4</u> 11.0%	<u>857.3</u> 10.0%	<u>924.3</u> 9.2%
<u>SET-ASIDES</u> % OF TOTAL % OF SMALL	<u>195.8</u> 4.6% 47.8%	<u>209.3</u> 4.4% 48.6%	<u>212.0</u> 3.8% 43.9%	<u>222.5</u> 3.7% 40.0%	<u>270.0</u> 4.1% 41.9%	<u>260.9</u> 4.1% 38.9%	<u>297.2</u> 4.5% 37.8%	<u>326.1</u> 4.5% 40.7%	<u>322.5</u> 3.8% 37.6%	<u>307.3</u> 3.1% 33.2%

*Excludes procurements placed under General Services Administration contracts

APPENDIX III

SMALL BUSINESS PARTICIPATION IN NASA PROCUREMENTS (Cont'd)

FISCAL YEARS 1991 - 1994

(Millions of Dollars)

	FY 1991	FY 1992	FY 1993	FY 1994						
<u>TOTAL BUSINESS</u>	<u>\$10,417.3</u>	<u>\$10,716.7</u>	<u>\$10,497.9</u>	<u>\$9,965.7</u>						
<u>SMALL BUSINESS</u> % OF TOTAL	<u>968.3</u> 9.3%	<u>1,010.6</u> 9.4%	<u>1,060.7</u> 10.1%	<u>1,150.2</u> 11.5%						
<u>SET-ASIDES</u> % OF TOTAL % OF SMALL	<u>324.3</u> 3.1% 33.5%	<u>274.9</u> 2.6% 27.2%	<u>315.1</u> 3.0% 29.7%	<u>330.4</u> 3.3% 28.7%						
<u>TOTAL BUSINESS</u>										
<u>SMALL BUSINESS</u> % OF TOTAL										
<u>SET-ASIDES</u> % OF TOTAL % OF SMALL										
<u>TOTAL BUSINESS</u>										
<u>SMALL BUSINESS</u> % OF TOTAL										
<u>SET-ASIDES</u> % OF TOTAL % OF SMALL										

APPENDIX III

